



## The Solutions Network

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Rochester, New York

### FEDERAL ENERGY PROCUREMENT OPPORTUNITIES

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# OBJECTIVES

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- Increase federal government energy procurement opportunities
- Enhance vendor ability to compete at prime and subcontract levels
- Promote knowledge of new government contracting initiatives – E-BUY, SubNet
- Make it easier to conduct business with federal government

# FEDERAL PURCHASING POWER

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- Single largest consumer in Nation
- Purchases more than \$250 billion in goods and services each year
- Over 50 percent is spent on services

# ACQUISITION NETWORK (AcqNet)

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- Most popular web site for acquisition/procurement personnel
- Latest information on procurement policy, rules, regulations, testimony
- Links to other agency acquisition sites
- <http://www.arnet.gov>

# PROCUREMENT FORECASTS

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- Untapped and unexplored area
- Helps vendors identify energy procurement opportunities early in the acquisition process
- Information – description code, estimated dollar value, contracting officer, program Point of Contact, phone number, Email, target award date, method of procurement

# PROCUREMENT FORECASTS

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- Examples:
- USDA – <http://usda.gov/da/smallbus>
- NASA – <http://prod.nais.nasa.gov/cgi-bin/nais/forecast.cgi>
- Treas – <http://www.treas.gov/sba/getsic.htm>
- Defense – <http://www.acq.osd.mil/sadbu>
- Energy – <http://hqInc.doe.gov/support/SmallBusUtil.nsf/Index>
- State – <http://www.statebuy.gov>

# FEDERAL BUSINESS OPPORTUNITIES

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- Information on government-wide energy solicitations/opportunities that exceed \$25,000
- Agency buyers post energy opportunities on this site
- Vendors can search, monitor and retrieve energy opportunities/solicitations
- FedBizOpps sends feedback to vendors through an email notification system
- It is free
- <http://www.fedbizopps.gov>

# FEDERAL PROCUREMENT DATA SYSTEM NEXT GENERATION

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- Central repository of statistical data and information on federal energy contracting
- Identifies who bought what for whom, how much, when, and where
- Undergoing major revision to ensure more accurate data and user friendly capability
- <http://www.fpdc.gov>



# SMALL BUSINESS OPPORTUNITIES

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- Procurement Marketing and Access Network (PRO-Net)
- Electronic gateway of procurement information for and about hundreds of thousands of small businesses
- Search engine for contracting officers for market research
- Marketing tool for small energy vendors

## PRO-Net (CONTINUED)



- Free to federal and state governments
- <http://www.pro-net.sba.gov>

# SUBCONTRACTING NETWORK

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- Better known as Sub-Net
- New database by Small Business Administration
- Energy subcontracting opportunities posted
- Used by federal, state, and local governments
- <http://web.sba.gov/subnet>

# SUBCONTRACTING DIRECTORY

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- Lists all major DoD prime contractors by state
- Lists Point of Contact – Small Business Liaison Officer-  
within each firm
- Web based
- <http://www.acq.osd.mil.sadbu/publications/subdir/index.html>

**FOR MORE INFORMATION**

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